

NETWORK GENERAL CORPORATION
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PRICE LIST, END-USER

Effective: March 16, 1987

<u>Model</u>	<u>Description</u>	<u>List Price (per unit)</u>
The Sniffer™ System - list prices:		
PA-400	The Sniffer IBM Token-Ring Network ¹ Protocol Analyzer, complete, with the IBM Token-Ring Network Protocol Suite (assembled and tested) consisting of: 1 NGC User-Transportable Chassis - 80286/20MB 1 NGC Model PA-1101 Token-Ring Network Adapter Card 1 NGC Model PA-1201 Token-Ring Network Adapter Cable ² 1 NGC Master Data Aquisition/Analysis Software Module ² 1 NGC Model PA-1301 IBM Token-Ring Network Protocol Suite ² 1 NGC Single-Use Software License ² 1 NGC User/Reference Manual	\$19,995.00
PA-401	The Sniffer Token-Ring Network Protocol Analyzer, Base Unit (assembled and tested) consisting of: 1 NGC User-Transportable Chassis - 80286/20MB 1 NGC Model PA-1101 Token-Ring Network Adapter Card 1 NGC Model PA-1201 Token-Ring Network Adapter Cable ² 1 NGC Master Data Aquisition/Analysis Software Module ² 1 NGC Single-use Software License ² 1 NGC User/Reference Manual	\$19,000.00
PA-402	The Sniffer Ethernet Network Protocol Analyzer, Base Unit (assembled and tested) consisting of: 1 NGC User-Transportable Chassis - 80286/20MB 1 NGC Model PA-1102 Ethernet Network Adapter Card 1 NGC Master Data Aquisition/Analysis Software Module ² 1 NGC Single-use Software License ² 1 NGC User/Reference Manual	\$19,000.00

PA-403	The Sniffer Dual-Mode Token-Ring Network/Ethernet Network Protocol Analyzer, Base Unit (assembled and tested) consisting of:	
	1 NGC User-Transportable Chassis - 80286/20MB	
	1 NGC Model PA-1101 Token-Ring Network Adapter Card	
	1 NGC Model PA-1102 Ethernet Token-Ring Network Adapter Card	
	1 NGC Model PA-1201 Token-Ring Network Adapter Cable	
	1 NGC Master Data Aquisition/Analysis Software Module ²	
	1 NGC Single-use Software License ²	
	1 NGC User/Reference Manual	\$24,000.00

Note: Model PA-400, PA-401, and PA-403 Base units include MAC, RI, LLC, and DLC Protocol Interpreters; Model PA-402 Base unit includes, in addition, an Ethertype Protocol Interpreter; systems may be user-programmed in 'C' for compatibility with most networks. Series 1300 Protocol Software Modules providing Protocol Suites for many popular networks are available from Network General Corporation. See listings below.

The Sniffer System - option designations and list prices:

Series PA-1100 Network Adapter Cards:

PA-1101	IBM Token-Ring Network	inc.
PA-1102	Ethernet Network	inc.

Series PA-1200 Network Adapter Cables:

PA-1201	IBM Token-Ring Network 8' DB-9 Cable	\$50.00
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Series PA-1300 Protocol Software modules²:

		Ethernet	Token-Ring
PA-1301	IBM Token-Ring Protocol Suite (includes SNA, SMB, NETBIOS)		x
PA-1302	Novell NetWare ³ Protocol Suite (includes XNS, NetWare)	x	x
PA-1303	XNS/MS-NET Protocol Suite (includes XNS {SPP, PEP, RIP}, SMB {eg. 3COM 3PLUS, U-B, etc.})	x	x
PA-1304	TCP/IP Protocol Suite (includes ARP, TCP, IP, UDP, ICMP, SMTP, TFTP, TELNET)	x	x
PA-1305	SUN Protocol Suite (includes SUN {RPC, NFS, YP, MOUNT})	x	x
PA-1306	ISO/MS-NET Protocol Suite (includes TP4/IP, SMB {e.g. Opennet})	x	x
	Price each:		\$995.00

Note: PA-1304 is a pre-requisite for PA-1305.

Miscellaneous options:

PA-9001	The Sniffer Demonstration/Tutorial diskette	\$15.00
PA-9002	Additional User Manual for The Sniffer	\$25.00
PA-9003	Stanford University Lecture, Dr. Saal, 10/22/86, Videotape (VHS)	\$25.00
PA-9501	Universal Automatic Switching Power Supply option	\$89.00
	Upgrades:	
	PA-401 or PA-402 to PA-403	\$6,500.00

Customer Support Services - prices:

Support Support Charges⁴:

Network General Corporation support is available to all registered users of The SNIFFER. Register by signing and returning a Support Agreement form to the company. This policy permits registered users to receive software updates for one year for a nominal handling charge per update. Registered users are automatically notified by NGC of any update to their software. Each upgrade will be separately priced for users whose systems were shipped more than one year before the date of the upgrade.

In addition, telephone support is available to registered users as specified below.

First Year Software update handling charge, per update, registered user only	\$50.00
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Telephone support charge -	
First two hours per system	no charge
Over 2 hours (per 60 minutes, prepaid)	\$75.00

Equipment Support, Factory or Carry-in⁵ -

Systems under warranty:	no charge
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Time and Materials repairs:	
Labor, per hour	\$75.00
Materials	full list price

Annual Maintenance Agreement:	
Full Labor and Materials coverage	\$775.00

Multiple Quantity System discounts:

PA-400 Series quantities (including options and accessories ordered concurrently) may be combined for establishing discount level.

<u>Single-order Quantity</u>	<u>Discount</u>
1 to 4 systems	0.0 %
5 to 9	5.0 %
10 to 24	10.0 %
25 and over	15.0 %

Terms & Conditions:

All equipment shipments are FOB factory, Sunnyvale, CA.

Separate diskette and technical manual shipments pre-paid.

State and local sales taxes, excise taxes, duties, and all similar charges based on product price or value billed to and/or paid by customer, where applicable.

Shipments invoiced effective on day of shipment. Terms: 2% - 10 days, net 30 for creditworthy customers, all others pre-paid or COD. Service charge of 1.5% per month or fraction thereof may be assessed for all amounts overdue by more than 30 days.

International shipments on irrevocable letter of credit denominated in U.S. dollars, only.

Standard Factory Warranty⁶ - parts and labor fully warranted for one year from date of shipment, system to be shipped to factory at user's expense. If Network General confirms warranted failure, it will absorb all shipment charges.

Extended Factory Warranty available - call Network General for details.

Prices subject to change without notice at the sole discretion of Network General Corporation. A firm order will be billed at the lower of the price in effect on the date of receipt of the order or in effect on the date of shipment.

Notes:

- 1) The name 'IBM Token-Ring Network' is a trademark of the IBM Corporation.
- 2) List price shown includes a software licensing fee. Buyer does not acquire title, only a limited right to use the software. See License Agreement for details.
- 3) The name 'Novell NetWare' is a trademark of the Novell Corporation.
- 4) See Network General's Customer Support Plan order form for details.
- 5) See Network General's General Service Bulletin Equipment Service Plan for details.
- 6) See Network General's Limited One (1) Year Warranty statement for details.